

Attachment #1

RFI RESPONDENTS				
	PROVIDER	SOLUTION TYPE	COMMENTS	STATUS
1	3COM Corporation	IP Based	No direct response to the RFI specifications	Eliminated
2	Blough Tech, Inc.	ESI's IVX System	The solution too small scale for our environment	Eliminated
3	Data Voice, Inc.	No specific solution proposed	No direct response to the RFI specifications	Eliminated
4	Exp@Nets	Avaya reseller	No direct response to the RFI specifications	Eliminated
5	WorldCom	IP-Based	Corporate stability issues	Eliminated
6	Business Communications, Inc.	Comdial	<ul style="list-style-type: none"> - Not big enough to be recognized or researched by Gartner Research - non-enterprise system - decentralized voice mail - limited unique messages-on-hold, would require generic music-on-hold per PRI rather than customized messages. - Management of numerous hubs via IP; non-integrated management. - Trivium management software, all-or-nothing access to data (unable to restrict access for certain constitutional groups) - Comdial sales quote: "Comdial not typically thrust into large corporate environment." 	Presentation requested
7	Security Advisors	MiTel Hybrid	<ul style="list-style-type: none"> - Considered a niche-player by Gartner. - non-enterprise system (duplicates existing infrastructures) - Management of numerous hubs via IP, non-integrated management 	Presentation requested
8	Siemens	Siemens HiPath, Hybrid	<ul style="list-style-type: none"> - Considered a leader by Gartner - Gartner: "Siemen's direct services [working through integrators and service providers] strategy limits their appeal." REF: G00123539 - Corporate support is difficult to reach (per local sales vendor) - Management of numerous hubs via IP; non-integrated management. - Local survivability via local switching & re-routing via alternate networks - Lacks sufficient ability for multiple message-on-hold - Lacks ability for redundant server separation 	Presentation requested

9	Sprint	Nortel Digital PBX and IP-Based	<ul style="list-style-type: none"> - Gartner: "Uncertainty over Nortel's financial position is having a negative impact on its position in the Leader's quadrant." REF: G00123539 - Application server lives at Sprint - Lacks interface with Groupwise - Lacks one-to-many paging feature (i.e., "all-call") - Lacks hands free (intercom) 	Presentation requested
10	Sprint	Digital Centrex Telephony	<ul style="list-style-type: none"> - Proven ineffective at LC EMS - Lacks one-to-many paging feature 	
11	Verizon	NEC PBX	<ul style="list-style-type: none"> - Not big enough to be recognized or researched by Gartner Research - Allows hybrid solution of IP and digital. - Network large systems for redundancy 	Presentation requested
	Global Partners in Networking	Avaya Hybrid	See Avaya under #12 below.	Presentation requested and proved by the manufacturer (Avaya)
12	Avaya	Hybrid	<ul style="list-style-type: none"> - Considered a leader by Gartner - Bi-directional conferencing built-in. - Groupwise messaging compatible - Groupwise incoming fax ability - Business continuity friendly, allows on-the-fly extension moves. Entire departments can be moved without uninstalling/reinstalling equipment. - Redundancy with local survivable processors, if connectivity is lost, remote nodes continue to operate. 99.999% reliable - Enterprise system, one change updates entire system maintaining consistency system-wide - Full media encryption. - Extension to cellular feature - Softphone option, allowing access via VPN/Internet for home workers or travelers. - Self-labeling instruments, allow changes to the buttons, without requiring costly template re-prints. 	Presentation requested